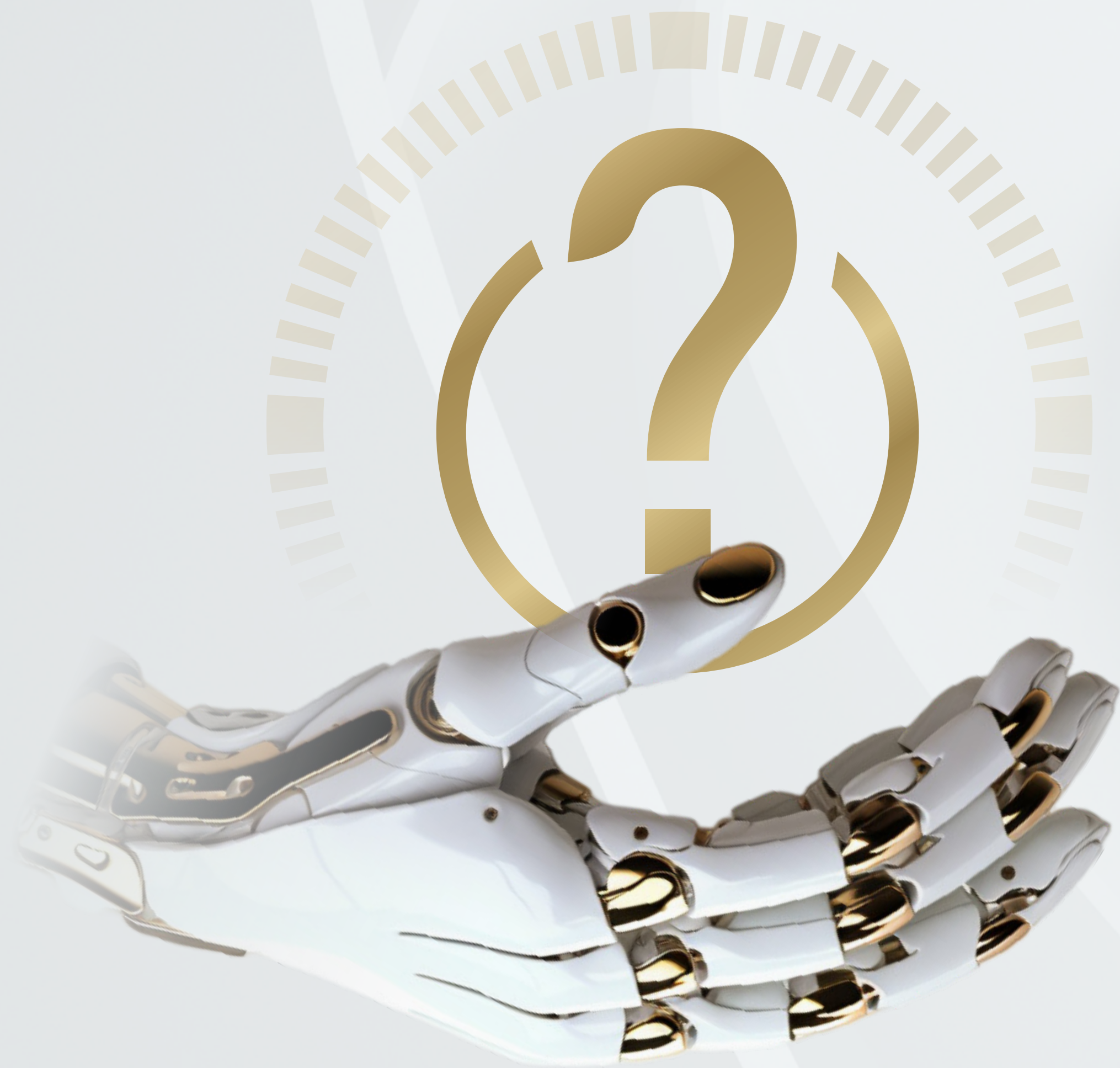


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THE PROBLEM

Problem Solving with CAI:

Issue in B2C:

In the B2C market, the cost of concierge services varies from \$10,000 to \$100,000, posing a significant financial barrier for individuals seeking personalized services.

Problem in B2B:

The absence of an effective digital service in the concierge services sector hampers quick and efficient client interaction in the B2B segment. The lack of digital services in the concierge market diminishes client loyalty and negatively impacts their overall experience.

SOLUTION

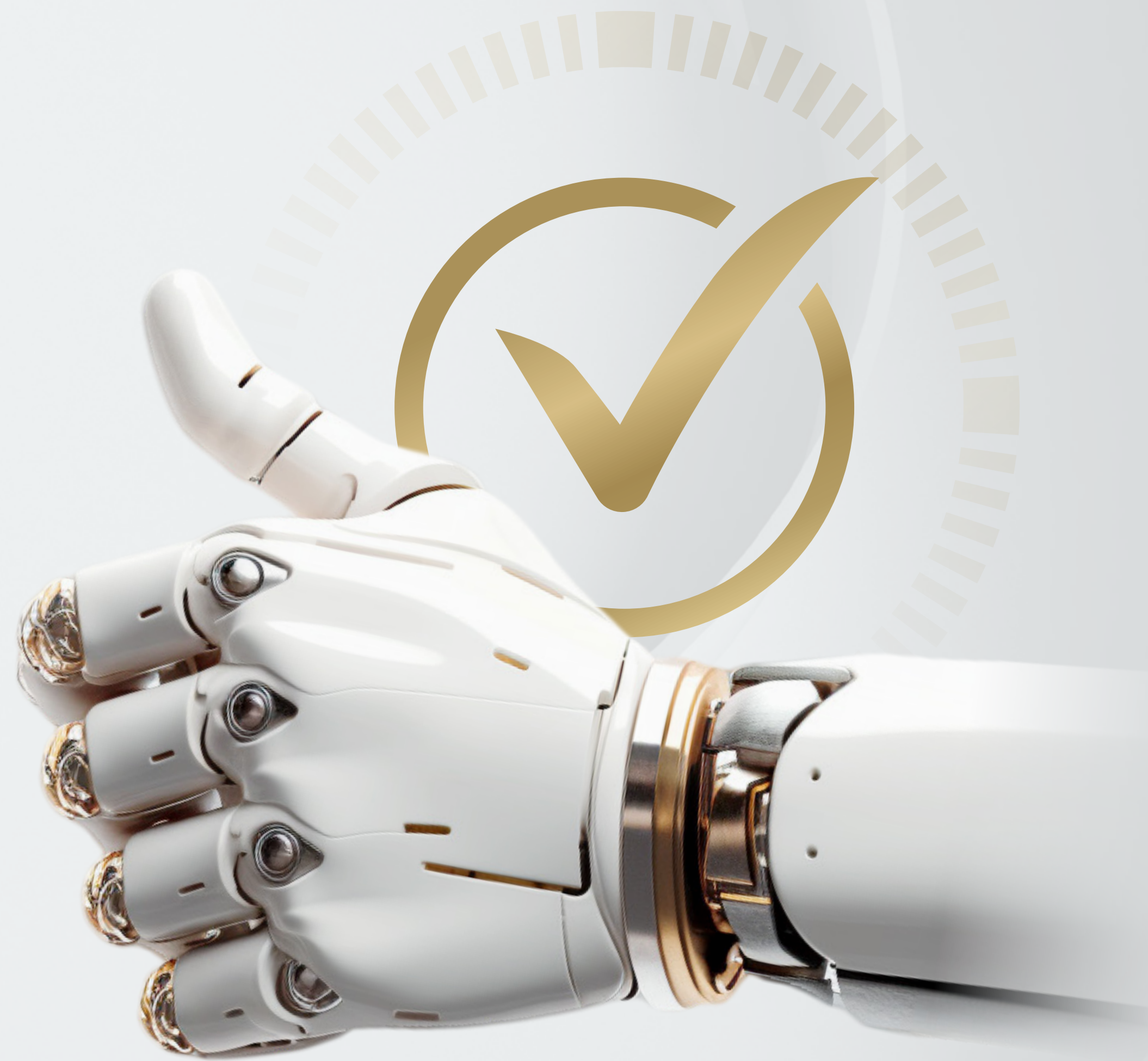
A cutting-edge AI-powered assistant with a wealth of knowledge at your fingertips.

B2C: CAI addresses this problem by leveraging digital services, reducing the cost of equivalent services to \$400 per month.

B2B: CAI tackles this issue by providing efficient and innovative digital services in the concierge services segment, enhancing client loyalty and improving their overall experience.

WHAT IS CAI?

CAI Concierge AI is an advanced, AI-powered system that transcends conventional limits. With over 20 years of expertise, it excels in both information gathering and understanding unique needs. Anchored by a sophisticated data analysis tool, CAI processes a vast range of information, refining recommendations dynamically. Beyond leveraging cutting-edge data analysis, it incorporates various software developments for a holistic, tailor-made user experience.





HOW IT WORKS?

Imagine having instant access to an extensive 17-year database — a database that includes valuable information from calls, messages, emails, and verified suppliers. All of this is at your fingertips with just one touch.

With such an advanced assistant, you can easily navigate through this treasure trove of resources, make informed decisions, and optimize tasks.

MISSION STATEMENT

Facilitating the day-to-day needs of entrepreneurs. Through innovative technologies and a deep understanding of your unique requirements, we are dedicated to delivering an exceptional experience that exceeds your expectations.

TARGET SEGMENT

B2C:

1. For Individual Entrepreneurs:

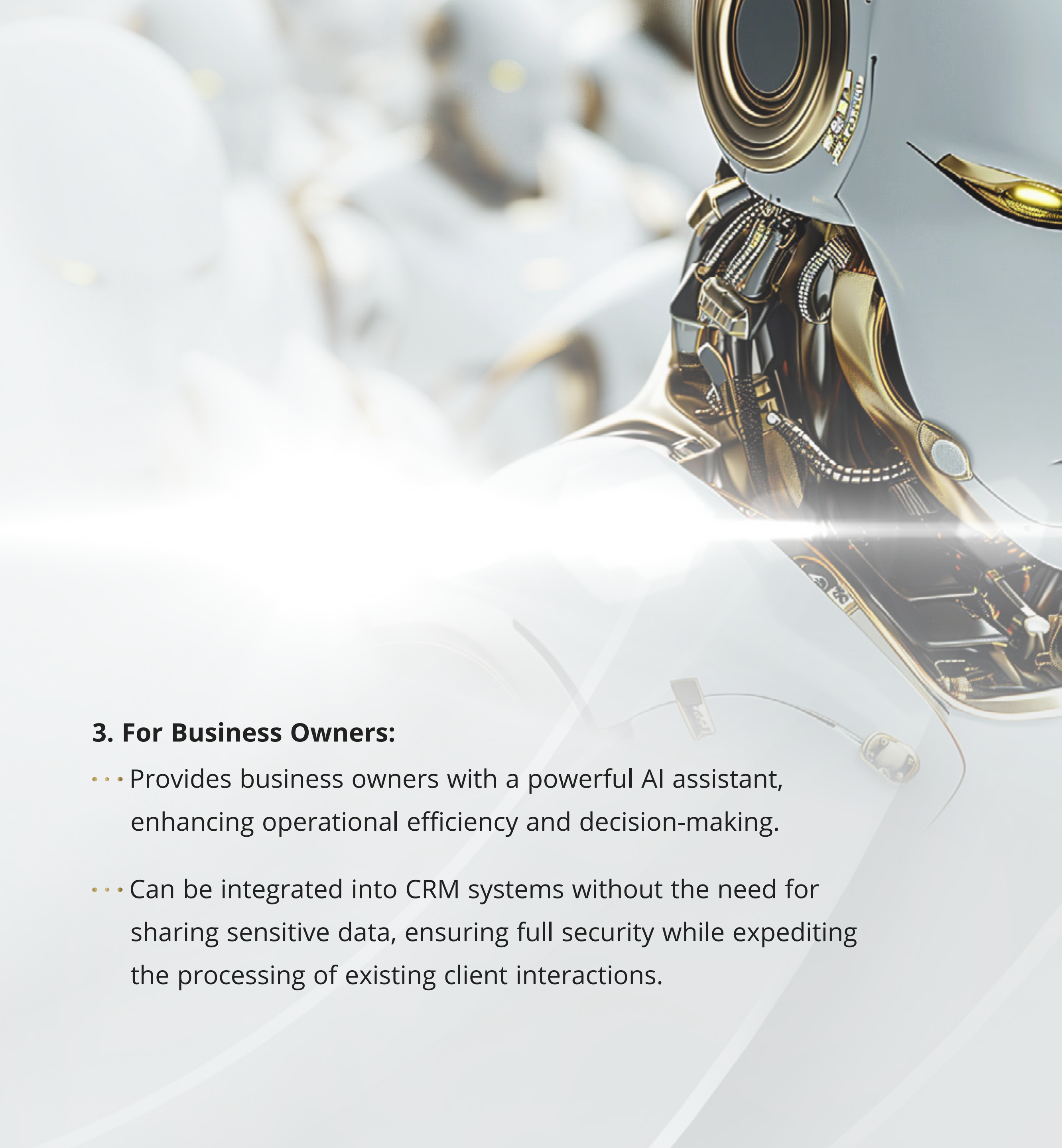
- CAI serves as a valuable tool for solo entrepreneurs, streamlining their processes and enhancing productivity.
- Offers personalized assistance in managing tasks, appointments, and communication, catering to the specific needs of individual business owners.

2. For PAs to CEO and Top Management to Expedite Processes:

- CAI accelerates workflows for Personal Assistants to CEOs and top-level management.
- Integrates seamlessly into existing systems, facilitating quick and efficient handling of tasks, scheduling, and communication.

3. For Business Owners:

- Provides business owners with a powerful AI assistant, enhancing operational efficiency and decision-making.
- Can be integrated into CRM systems without the need for sharing sensitive data, ensuring full security while expediting the processing of existing client interactions.





TARGET SEGMENT

B2B:

4. For Other Concierge Companies:

- Offers concierge companies an advanced solution to improve client services and streamline operations.
- Allows integration into various CRM platforms for other concierge services without compromising data security, expediting the handling of client requests and interactions.

PRE-SALE CLIENTS



- Jetex — a global leader in aviation services, can leverage our artificial intelligence to enhance customer service, optimize operations, and provide personalized concierge services in the aviation sector.
- *Potential Applications of CAI:* Customer support, automated bookings, personalized recommendations, and process optimization in aircraft services.



- A leading engine manufacturer can implement our artificial intelligence to optimize production, improve customer service, and offer personalized concierge services in the aviation engine industry.
- *Potential Applications of CAI:* Equipment condition monitoring, predictive maintenance, and customer service automation.

PRE-SALE CLIENTS



- Insignia, providing luxury concierge services, can benefit from our artificial intelligence to optimize bookings, offer personalized recommendations, and elevate overall service levels.
- *Potential Applications of CAI:* Automated bookings, personalized recommendations, and real-time customer interaction.



- Being a premium members-only club, Capital Club can integrate our artificial intelligence to optimize member services, enhance events, and offer personalized concierge services.
- *Potential Applications of CAI:* Member experience management, automated recommendations, efficient event planning, and organization.

For these prestigious clients, our CAI provides exceptional opportunities to enhance customer experiences, streamline operations, and deliver unique personalized services aligned with their high standards and requirements.

MARKET SIZE

Total Addressable Market (TAM):

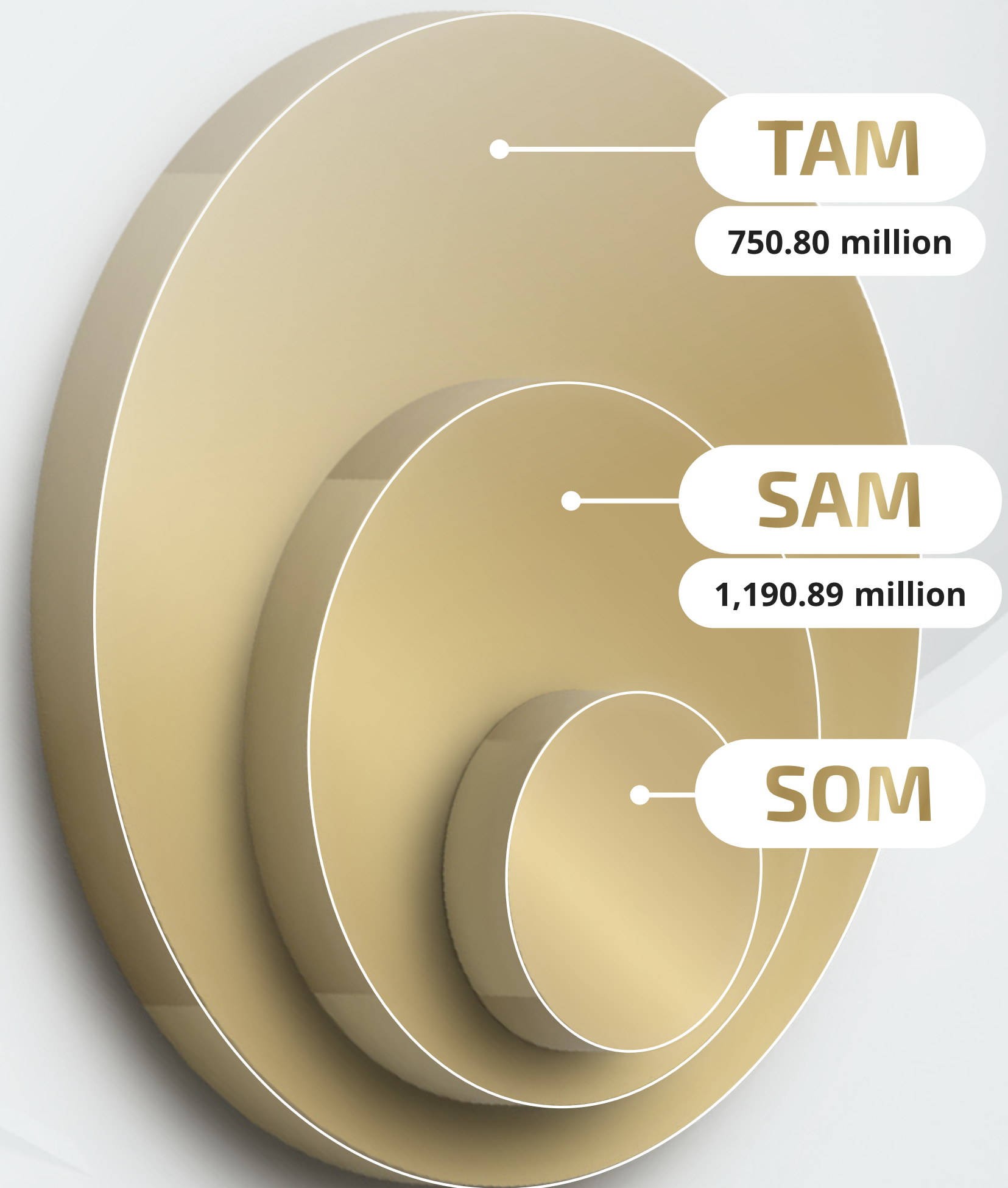
The total addressable market for Concierge Services, as of 2021, is valued at USD 750.80 million. This represents the entire potential market opportunity without any constraints.

Serviceable Addressable Market (SAM):

The serviceable addressable market, within the forecast period of 2021-2030, is expected to grow at a CAGR of 6.10%. The SAM in 2030 is projected to reach USD 1,190.89 million. This considers the realistic portion of the TAM that the business can effectively target based on market conditions.

Serviceable Obtainable Market (SOM):

SOM (Serviceable Obtainable Market) is susceptible to the influence of market trends, as well as the impact of COVID-19. It is anticipated that SOM in digital format will exhibit favorable market trends.



CONCIERGE SERVICES MARKET: BY REGION



MARKET OPPORTUNITY UAE

2030 VALUE PROJECTION: USD 1,190.89 MILLION

The UAE's visionary National Entrepreneurship Agenda has set its sights on a remarkable goal - igniting the spark of over a million start-ups by 2030. With an impressive 558,000 SMEs already thriving in 2022, the potential for success is undeniable.

(www.moec.gov.ae/en/entrepreneurs-and-smes)

According to a news article from Al Bawaba, Dubai witnessed a significant growth in new business establishments in the first quarter of 2023 (Q1-2023). Brace yourself for this remarkable revelation: the number of new business licenses

issued during that period skyrocketed by an impressive 30% compared to the same period in the previous year. The entrepreneurial spirit is alive and thriving in the vibrant streets of Dubai!

Experts predict that in the coming years, the AI market in the UAE will become one of the leading markets in the Middle East, thanks to government support and company investments in AI development projects. It's worth noting that in 2020, the AI market's value in the UAE exceeded 1.06 billion dirhams or 290 million dollars.

BLUE OCEAN

In a world where innovation is the heartbeat of progress, there exists an untouched frontier – a vast blue ocean of opportunity. Surprisingly, no entity across the globe has dared to pioneer and launch a Concierge AI product as an Assistant, nor has anyone ventured into the realm of utilizing AI in the field of concierge services. This unexplored territory presents a unique and unparalleled opportunity for our groundbreaking product.

The absence of precedent in the global context positions our product as a pioneer, ready to provide an intelligent assistance system in concierge services.

The absence of a precedent in the global landscape positions our product as a trailblazer, set to redefine the paradigm of intelligent assistance in concierge services. With innovation at its core, our offering not only sails into uncharted waters but also charts a course for an entirely new era in the industry.



In this sea of unexplored potential, our Concierge AI product emerges as a beacon of limitless possibilities, poised to set a new standard for intelligent concierge services worldwide. The blue sea awaits, and we are at the helm, ready to navigate the uncharted waters of innovation.



THE DISTINCTION OF CAI FROM COMPETITORS

THE VALUE OF PROPRIETARY DATA IN OUR AI PRODUCT IS PARAMOUNT FOR ITS COMPETITIVENESS IN THE MARKET.

Unlike over 90% of IT products lacking substantial unique data, CAI stands out with a vast database derived exclusively from real-world 21st-century business scenarios. This proprietary data allows for unparalleled customization, accurate predictions, and innovative solutions, positioning our AI product as a leader in providing tailored and effective solutions for modern enterprises.

REVENUE MODEL.....

ACCESSIBLE BUT LUXURIOUS

LIFESTYLE MEMBERSHIP

Immerse yourself in a world of refined living for just \$199 per month. This membership is perfect for those seeking a touch of luxury in their day-to-day lives.

\$199 / per month

BUSINESS MEMBERSHIP

Ignite your entrepreneurial spirit and elevate your business endeavors with our Business Membership, priced at \$399 per month. Gain access to a wealth of resources and services designed specifically to support your professional aspirations.

\$399 / per month

EXECUTIVE MEMBERSHIP













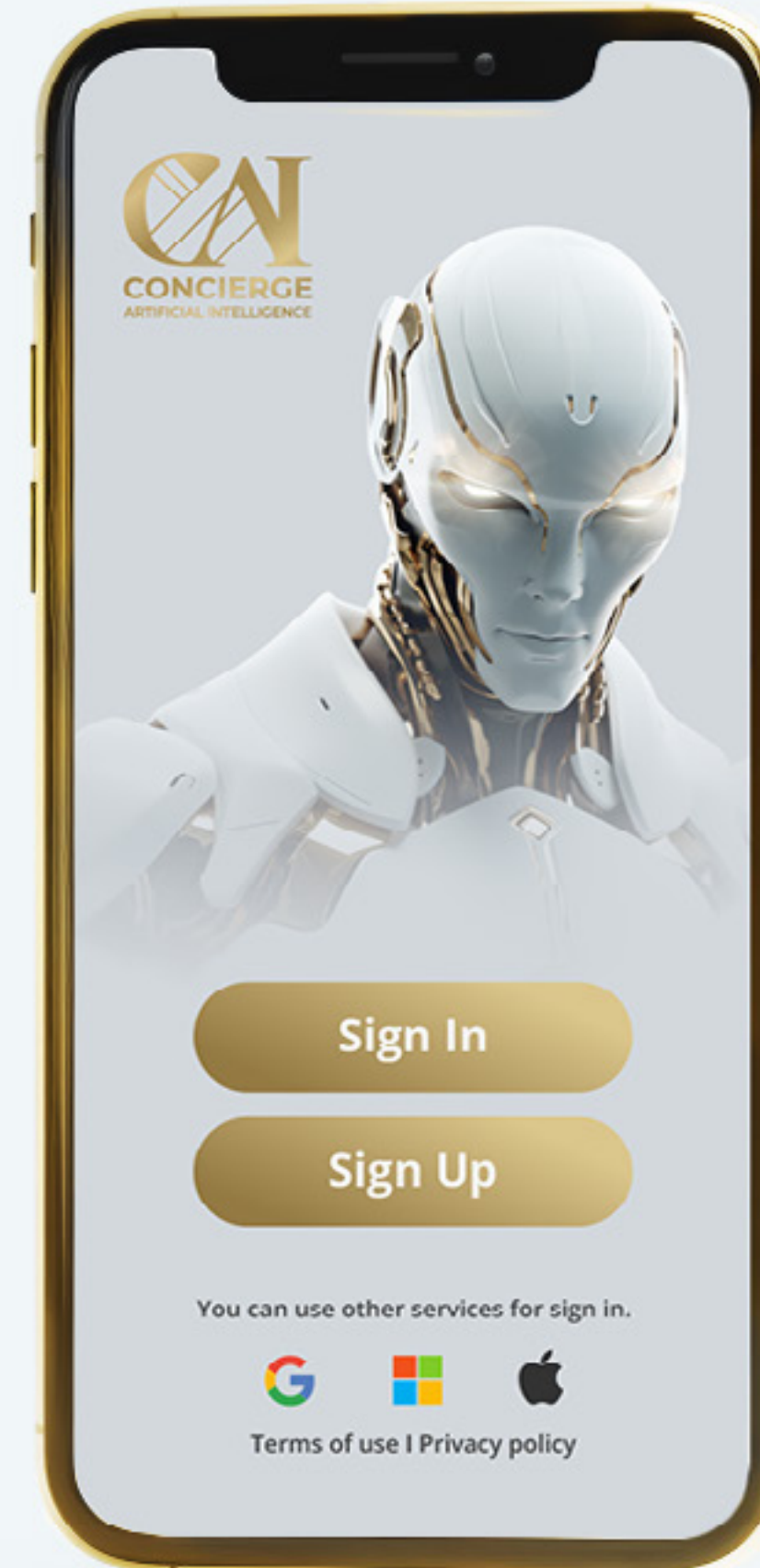
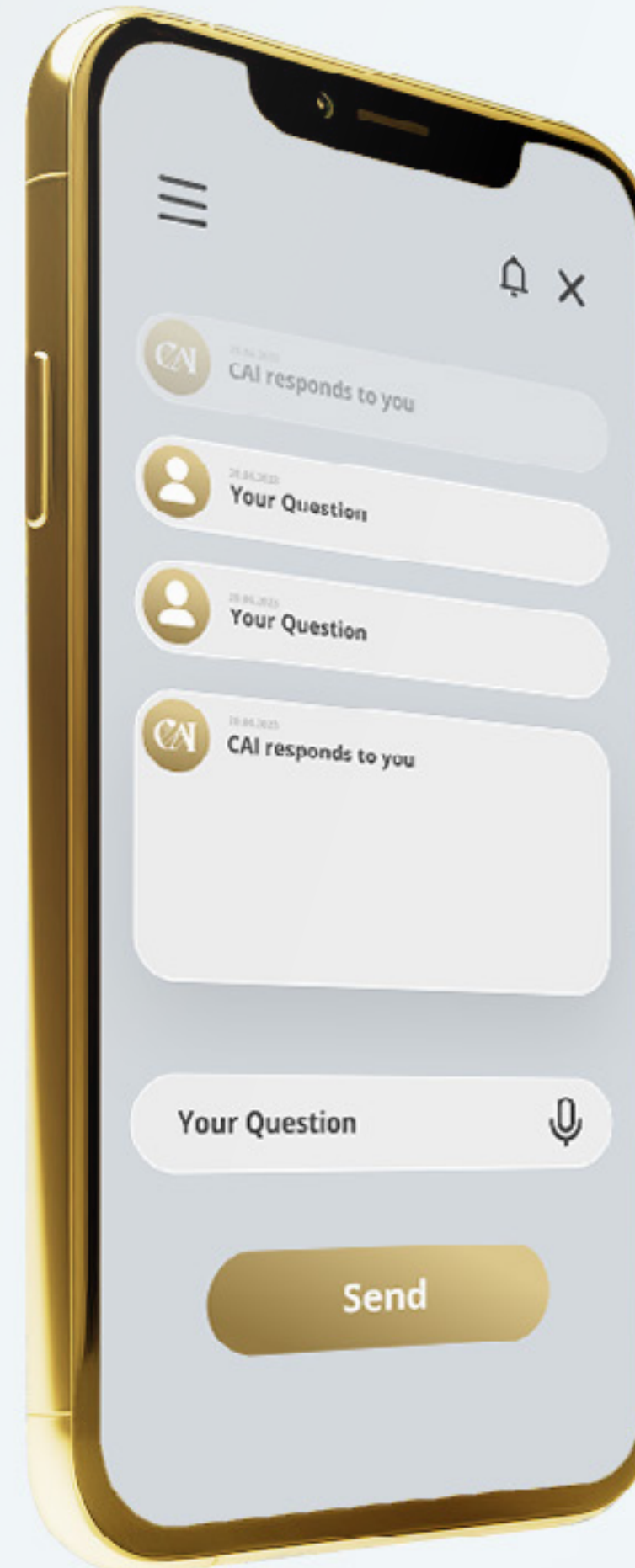
The pinnacle of opulence and convenience with our Executive Membership, priced at just \$499 per month. This all-inclusive package grants you unrestricted access to an exquisite array of benefits across both lifestyle and business realms.

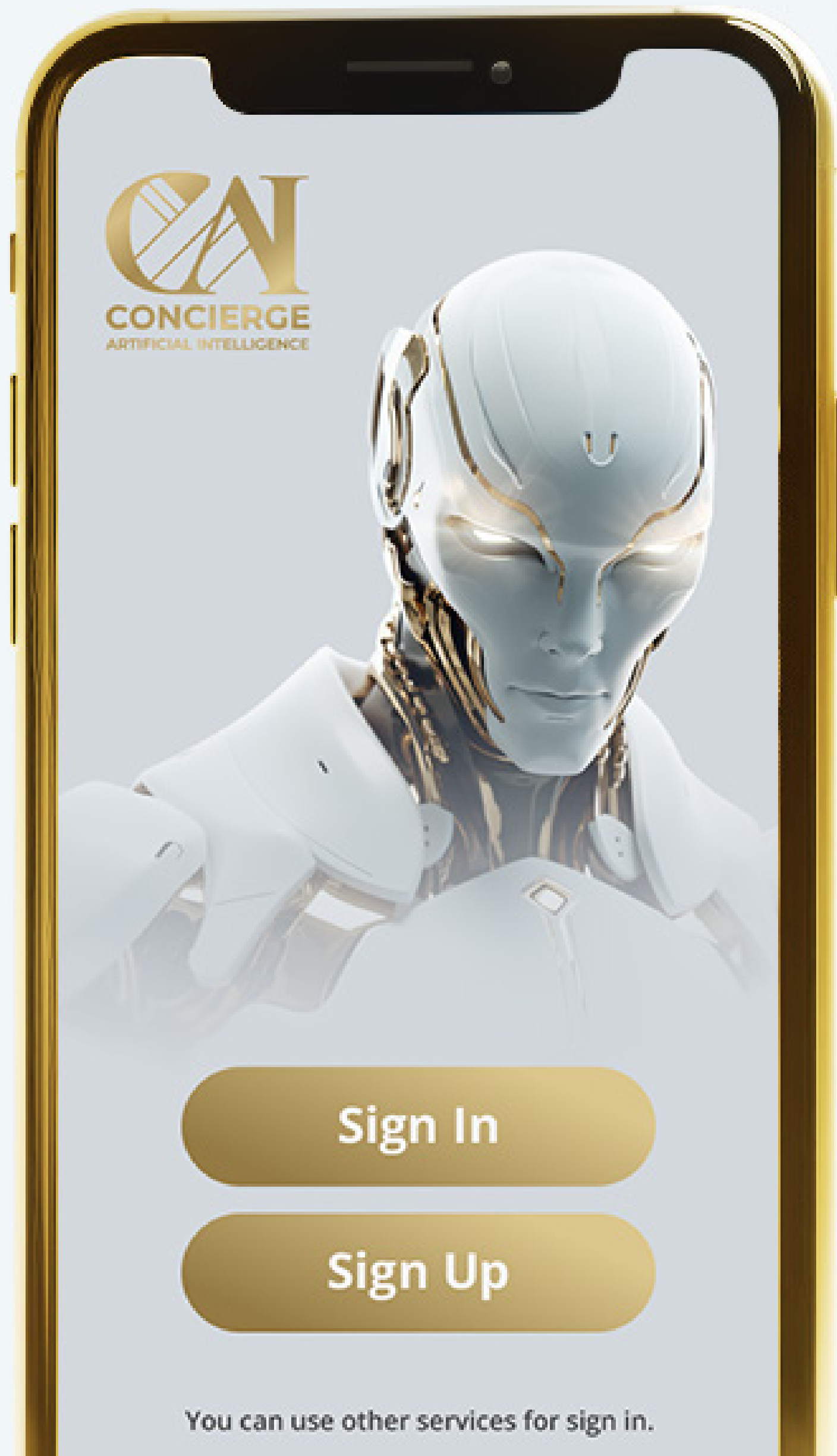
\$499 / per month

* 30 DAY MONEY BACK GUARANTEE











ADVANTAGES

-  Versatile usability
-  Diverse tasks
-  High availability
-  Multilingual support
-  Quick responses
-  No downloads needed
-  Anonymity
-  24/7 support
-  API integration
-  Automation





FUTURE FEATURES

-  Improved performance
-  Enhanced language support
-  New features
-  Expanded integrations
-  User interface updates
-  Enhanced security measures
-  Bug fixes
-  AI advancements
-  Customization options
-  User feedback implementation

COMPETITION

Despite the limited number of dedicated AI concierges, the increasing adoption of in-house hotel AI concierges demonstrates their efficiency and demand.

Start Strong with a Powerful Advantage: Why start from scratch when we can hit the ground running? Our existing database catapults us ahead of the game, saving valuable time and effort typically spent on data gathering from users and service providers. Years of invaluable information have already been meticulously collected, allowing us to deliver exceptional service right from the start.

Elevate Your Experience with Unmatched Personalization: Say goodbye to cookie-cutter solutions and generic recommendations. Our all-in-one assistant is designed to create a truly curated experience for each and every member.



ROAD MAP

QUARTER 1: JANUARY - MARCH

- Marketing and Advertising
- Product Development
- Partnerships

QUARTER 2: APRIL - JUNE

- Global Presence Expansion
- Technical Excellence
- User Feedback

QUARTER 3: JULY - SEPTEMBER

- Sales Scaling
- Partnership Programs

QUARTER 4: OCTOBER - DECEMBER

- Performance Evaluation and Future Plans
- Customer Communication
- Customer Testimonials
- Interactive Content
- Monitoring and Adjusting



INVESTMENTS

PART ONE

INVESTMENTS

YEAR1

YEAR2

YEAR3

Requests

645 990

3 940 860

7 045 620

Monthly subscription price

—

—

—

Direct costs

69 281

398 487

750 353

Customer support

18 000

49 320

77 945

Marketing

240 000

576 000

576 000

Opex

50 000

52 500

55 125

Legal Entity

150 000

—

—

RnD (Research and Development)

200 000

200 000

200 000

MVP (minimum viable product)

350 000

—

—



INVESTMENTS

PART TWO

INVESTMENTS

YEAR1

YEAR2

YEAR3

Subscriptions

7 063

34 427

59 706

Revenue

2 309 356

13 282 906

25 011 773

Gross profit

2 240 075

12 884 419

24 261 420

COGS

1 008 000

877 820

909 070

EBITDA/EBIT

1 232 075

12 006 599

23 352 350

Net income

1 069 761

10 908 005

21 232 639

TECHNICAL ARCHITECTURE OVERVIEW

The CAI AI System leverages a robust set of technical components for seamless and efficient functionality:

Fast API for Seamless Interaction:

- Utilizes a high-speed API to facilitate smooth and unhindered interactions, ensuring swift communication between different system components.

Lang-Chain Integration:

- Incorporates Lang-Chain, a comprehensive language processing chain that includes PineCone, SerpAPI, and VectorDB. This integrated chain enhances the system's natural language understanding capabilities, providing advanced linguistic analysis.

PostgreSQL Database for Efficient Data Management:

- Implements a PostgreSQL database, offering a robust solution for efficient data management. This choice ensures optimal performance and reliability in handling the system's extensive dataset.

Real-time Voice for Natural Dialogues:

- Integrates real-time voice capabilities to facilitate natural and engaging dialogues. This feature enhances user experience by enabling dynamic and authentic conversations with the AI system.



TECHNICAL ARCHITECTURE OVERVIEW



Hyper-realistic Facial Expressions:

- Incorporates hyper-realistic facial expressions to create a more engaging and human-like interaction. This feature adds a visual dimension to the user experience, fostering a deeper connection with the AI.

Multi-language Support:

- Offers support for over 20 languages, ensuring a globally inclusive user experience. The system is designed to cater to a diverse user base, accommodating linguistic variations and preferences.

Training based on LLM Model with Real Business Chats:

- Implements a learning model based on the Large Language Model (LLM), leveraging real business chats for training. This approach ensures that the AI system continuously evolves and adapts based on practical and industry-specific interactions.

BEHIND THE CURTAINS



**TIMUR
KUDRATOV**

**Owner
Enlightened Minds**

He has been doing business in the UAE for 20 years. Founder of LWK Group. Brought more than 50 companies to Dubai. Owner of a group of companies in Dubai: real estate, concierge service, clinics, schools, business clubs, venture capital fund, event organizers. Mentor, coach.



**ZHANNA
HAMITOVA**

**Partner at
Enlightened Minds**

Master of Business Administration with a specialization in Corporate Management. Investor. 27 years of experience in investing, equipping, and managing medical facilities and real estate.

BEHIND THE CURTAINS



**EGOR
KROK**

**Partner at
Enlightened Minds**

Egor is an experienced private investor since 2018, specializing in investment projects in Switzerland, Spain, Germany and the UAE. Previously, he held the position of Chief Accountant at DLA Piper UK LLP in Germany, where he managed the accounting department, created reports for the tax authorities, and successfully implemented company development projects. He has experience in coordinating financial reports for international clients and supporting international projects.



**ARTEM
LEDNEV**

**Partner at
Enlightened Minds**

An experienced Head of Franchise Development in the fashion industry, with a rich background in prominent international companies such as Levis, Crocs, Geox, and Miroglio Group. Leveraging extensive skills, this professional is adept at expanding businesses and boosting sales. His strategic mindset and seasoned experience enable the implementation of innovations, leading to success in the realms of franchising and fashion.

BEHIND THE CURTAINS



**ALIMKHAN
NUREKENOV**
CTO OF CAI

Ex product owner of Trust Me/Trust Contract

Wins:

1. (4st place of most prospective central asian startups of 2021 year)
2. (top 3 best startups by version of master card)

Ex Product Owner of 1st Opus American Bank

Participant of Google Developer Group

Co-Founder of WeLoveFlutterFlow (Software Development more than 20 IT projects and startups).

Astana Hub Expert, Startup Mentor



**VITALY
FILIMONOV**
Lead Web-Developer

Full stack developer at Enlightened Minds with over 5 years of experience.

Builds pixel perfect and accessible products for the web. Specializes in development using vue.js, nuxt.js, node.js technologies. Has skills in php and wordpress.

BEHIND THE CURTAINS



**ALEKSEI
PETROV**

Lead Designer

Designer with more than 15 years of experience in advertising. Experienced in Motion, 3D/2D design, UI/UX visual prototyping and setup prompts for AI.

Specializes in designing materials for print and digital. Worked in various companies such as Crocs (American shoe company), Thomas Münz (shoe company), Formula Print Ltd., Paragraph Ltd., Epsys (printing houses) and Linko Group (Premier Partner of XEROX).



TRUSTED BY.....





FINANCIAL PROJECTIONS

In the first year of your venture, prepare for a remarkable journey towards financial prosperity. Anticipate a staggering revenue of \$3 million, paving the way for an extraordinary future. Our comprehensive strategies and support will propel your business to new heights, ensuring every dollar is maximized to its fullest potential.

Accelerating Success: Break Even in Just 6 Months.

We understand the importance of swift progress, which is why we prioritize your financial success. With our unparalleled guidance and expertise, expect to break even within a mere six months of operation. This remarkable achievement will grant you stability and confidence as you embark on your entrepreneurial odyssey.

Together, let us embark on a path to financial triumph. Unleash the full potential of your business with our innovative strategies, robust support, and unparalleled expertise. Your success story starts here.

PRE-INVESTMENT PRODUCT VALUATION

BY THE BROOKS METHOD

CRITERIA

ESTIMATE (\$)

Well-thought-out idea (base value) \$500,000

Prototype (technology) \$70,000

Quality management team (execution) \$400,000

Strategic relationships (market entry) \$300,000

Product implementation or start of sales \$30 000

Pre-investment product value \$1,300,000



「PARTICIPATION OPPORTUNITY.....

Investments through SAFE (Simple Agreement for Future Equity) instruments, entailing the acquisition of a stake in existing Mainland licenses registered in the UAE with active bank accounts. The minimum entry point for investment starts at 20% ownership in the company. Currently, we are seeking \$1 million in investment, providing investors with an opportunity to secure a significant share in the enterprise.nary.

Experience Unmatched Returns on Investment.

Anticipate a remarkable 60% ROI in the very first year of our partnership. Prepare for substantial growth in the first year of our collaboration. Our visionary strategies and dedicated team will work tirelessly to ensure your investment thrives and grows exponentially.

Minimum Investment Amount:

Investors can join our company with a minimum investment amount of 2.5%, equivalent to \$25,000. This opens doors to a wide range of potential investors, providing an opportunity to participate in our success with moderate investments.

「WHO IS LWK?」

Luxury World Key is a premium concierge and lifestyle management company in Dubai, also having a presence in London, Hong Kong and Moscow. At Luxury World Key, our team of highly qualified specialists, known as Lifestyle Managers, is dedicated to understanding your unique expectations and fulfilling all your desires. We provide bespoke solutions tailored to the discerning needs of our clients.

「CO.LAB」

Co.Lab is the research and development center for Luxury World Key Concierge. We are the driving force behind the creation of cutting-edge tech programs that redefine the world of luxury concierge services. At Co.Lab, we believe in pushing the boundaries of innovation and technology to enhance your experience with us.





F.A.Q FOR CAI

1. Q: What if OpenAI stops providing its API and becomes a closed platform?

— A: Our model is adaptable and supports other powerful LLM models such as LLama.cpp, Ollama, and KobaldAI, ensuring continuity and seamless operation even if there are changes in API accessibility.

2. Q: How does your AI differ from thousands of others, and why should it be successful?

— A: We are the first AI product in the Concierge market, representing a blue ocean opportunity. As proprietors of an extensive database of proprietary data, a key metric for real-world AI startup utility, our product stands out in terms of innovation and practicality.

3. Q: Will the product scale to other countries and cities?

— A: Our market is closely tied to tourism and travel, covering a significant portion of the globe. Its scalability is based on digital technologies, making it accessible wherever there is financial capacity and internet connectivity.

4. Q: Does CAI support multilingualism?

— A: Yes, CAI is already operational in more than four languages, showcasing its capability to provide multilingual support and cater to diverse user bases.



CONTACT

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 Timur.Kudratov@enlightenedminds.io


CONCIERGE
ARTIFICIAL INTELLIGENCE